



AUTO ENGINE GETS COLD STORAGE TEST

Experiment Proves Highly
Successful—Some Winter
Motor Advice.

Motorists living in the northern and central states are looking forward with some anxiety to the advent of cold weather and its effect on the manner in which the present grades of gasoline will vaporize when the crank is applied to a cold motor.

Some up-to-date information on cold weather starting has been developed during the past summer, by experiments of automobile engineers. These experiments were based on the ordinary commercial grade of gasoline, and, while some allowance must necessarily be made for the dead air incident to refrigeration, the tests will, it is believed, come close to the actual condition which will prevail this winter.

It was ascertained that the lowest temperature at which gasoline would vaporize for a piece of waste, soaked in the fluid and dropped on the floor, was 5 degrees above zero. At this temperature a six-cylinder touring car used in the tests started readily on the first turn of the electric cranking system. Below this temperature, however, the gasoline in the carburetor refused to vaporize. Naturally no explosion could be secured from the motor.

Fuel of Lower Grade.
For the advantage of the motorist who occasionally finds himself in a climate around zero several tests were made, the gasoline readily responding to any external application of warmth. The most effective as well as the most simple plan was to place a rag, soaked in hot water, over the intake. The rag had been left over night in the cold storage apartment, with the temperature at 12 below zero.

In the morning the rag was applied and the motor started promptly on the first turn of the electric cranking apparatus. The tests also called attention to the fact that, by improved carburetor supplemented by the electric starting system, engineers have fully kept pace with the steadily lowering grades of gasoline generally on sale. The motorist of fortune who will take advantage of high test gasoline, found winter starting more or less trouble. On the other hand, the modern improvements have reduced cold weather starting to absolute simplicity, despite the vastly lower vaporizing point of the fuel.

BARNHART REPORTS PROGRESS

Farmers Prosperous and Are Buying
Automobiles, He Says.

William P. Barnhart, who left Washington about ten days ago on a trip through his territory in Virginia and West Virginia, is now en route for the border line of Ohio. Up to the present time he has closed contracts, he reports, for seventy-five King cars, forty Pullmans and ten Standard electrics with dealers in this section of the country.

He reports the weather delightful and the roads in ideal condition. He says there is no evidence of any money disturbance among the dealers, all of whom have more orders than they have cars, and the public is buying more cars now than any previous fall in the history of the automobile. Bumper crops are reported everywhere, he says, and the local banks seem to have plenty of money. The farmers are well financed and are all buying cars, he concludes.

Motored From Geneseo, N. Y.

Mr. and Mrs. Axel Ford arrived in this city Friday noon from Geneseo, N. Y., having motored down in their Stevens-Duryea touring car. They left Thursday morning at 9 o'clock, coming via Salisbury, Haverhill and Gettysburg, Pa. The total distance covered on the run was 364 miles. Mr. and Mrs. Ford have been spending the summer at Geneseo, state having opened their home here for the winter.

Wins Dewar Trophy.

A cable from London, England, announces that the Cadillac has again been awarded the Dewar trophy by the Royal Automobile Club of England. This award is made annually to the motor car demonstrating the greatest advance in the industry. The Cadillac is said to be the only American car ever accorded the honor and the only car in the world receiving the award twice.

AUTO TIRE ADJUSTER IS MISUNDERSTOOD

His Position Likened to That
of a Base Ball
Umpire.

There is one man in the automobile business that the public does not hear much about—the adjuster for the tire manufacturer. He is a mystery to the great bulk of the motor car owning public, and a target for the wiles of the unscrupulous. His position, summed up in brief, is much on a par with that of an umpire in a world series, and many a plate and the latter hollered, he has to hide the kicker with the word "behave."

And yet this same adjuster is about the most human being connected with the business, and is often misunderstood by motor car owners. In the first place, your adjuster must necessarily be an expert on his subject, as hit-and-miss decisions would do irreparable injury to both the public and the tire concern.

Give Accurate Account.

If a casing happens to give less than the usual mileage, the adjuster's talents are brought into play, whereby the owner is fitted out with a tire at a price based on the seriousness of the defect, or sometimes on the mileage attained deducted from a set mileage basis.

An out-and-out defect presents itself to the adjuster at once, but it is in the claimed mileage attained that the play of wits takes place. Considering the great number of motor cars in use, it is astonishing how many owners give an accurate account of their tire mileage, and what is more, in the greatest percentage of cases, the adjuster's estimate figures up with those recorded on the speedometer.

Here is where his technical knowledge is brought into play. Your adjuster is highly trained in the seats of manufacture, and he can tell you the feel of the casing, the rubber remaining on the tread and his deductions from the answers of the claimant just how far the tire in question ran.

Dodgers Try His Patience.

But it is the artful dodgers that try his patience and his adjusting ability. They come in with ragged casings that even an amateur in tire lore could see had thousands of miles and blandly claim that the poor abused shoe had seen only an asphalt run of several hundreds. However, your salesman adjuster does not let them get away with it. The latter type get the same fair treatment as the man who makes an honest statement of his mileage, and eventually they abandon the ranks of those who expect to get something for nothing.

As it rules the adjuster toward the consumer, his business is to keep the latter satisfied, and he well knows that his company is not looking to get the best of it but to retain the good will of the customer.

Keeping Windshield Clean.

Various have been the means evolved to keep the windshield clean in stormy weather, so that the view of the chauffeur is not obstructed. The latest about the most French yet has appeared in England, and has been patented. It consists of a special device, applied to the windshield. Just opposite the chauffeur's head a circular hole is cut in the shield, and a fan fitted with this fan is driven at high rate of speed by the engine, and has its blades so turned that it produces a draught which opposes that produced by the motion of the car. This prevents rain and snow from getting past it, and at the same time the fan does not obstruct the driver's vision, on account of its high rate of speed.

Press button "S" forward on clutch pedal and the motor begins to spin, press button "N." push forward the clutch, and you're off on first speed. Buttons Nos. 2 and 3 control intermediate and high speeds—button "R" is for reverse and "N" for neutral. Button "H" operates horn.

This is the Steering Wheel of the Haynes Cars

You can drive the electrically conquered Haynes within 30 minutes after you first see it.

We mean just that—without exceptions—

Maybe you have driven a car before—maybe you haven't—

It doesn't make a bit of difference.

Electricity makes it possible for you to drive with master-hand this powerful 65 H. P. machine—

Electricity—Elwood Haynes.

You will never know just how much this means until you ask your dealer to teach you in 30 minutes to drive the electrically conquered Hayne

PROBEY-HAYNES MOTOR CO.,
Tel. West 213. 1230 Wis. Ave. N.W.

The Haynes Automobile Co.,
Kokomo, Ind.

Haynes "Four" \$1,985
equipped with
Vulcan Electric
Gear Shift.

Haynes "Six" \$2,755
equipped with
Vulcan Electric Gear Shift

Haynes "Eight" \$3,485
equipped with
Vulcan Electric Gear Shift

Haynes "Ten" \$4,285
equipped with
Vulcan Electric Gear Shift

Haynes "Twelve" \$5,085
equipped with
Vulcan Electric Gear Shift

Haynes "Sixteen" \$5,885
equipped with
Vulcan Electric Gear Shift

Haynes "Twenty" \$6,685
equipped with
Vulcan Electric Gear Shift

Haynes "Twenty-Four" \$7,485
equipped with
Vulcan Electric Gear Shift

Haynes "Thirty" \$8,285
equipped with
Vulcan Electric Gear Shift

Haynes "Thirty-Six" \$9,085
equipped with
Vulcan Electric Gear Shift

Haynes "Forty" \$9,885
equipped with
Vulcan Electric Gear Shift

Haynes "Forty-Four" \$10,685
equipped with
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Haynes "Forty-Eight" \$11,485
equipped with
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Haynes "Fifty-Two" \$12,285
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Haynes "Fifty-Six" \$13,085
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Haynes "Sixty" \$13,885
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Haynes "Sixty-Four" \$14,685
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Haynes "Sixty-Eight" \$15,485
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Haynes "Seventy-Two" \$16,285
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Haynes "Eighty" \$17,885
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Haynes "Ninety-Two" \$20,285
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Haynes "Ninety-Six" \$21,085
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Haynes "One Hundred" \$21,885
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Haynes "Two Hundred" \$27,485
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